

Message Text

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PAGE 01 SANTIA 01066 152124Z

ACTION CU-06

INFO OCT-01 ARA-14 ISO-00 SSO-00 /021 W

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FM AMEMBASSY SANTIAGO

TO SECSTATE WASNDC IMMEDIATE 8157

UNCLAS SANTIAGO 1066

FOR CU/ARA

E. O. 11652: N/A

TAGS: OEXC, CI (GUERRERO, ROBERTO) SHUM, EFIN, EINV

SUBJECT: REGIONAL PROJECT ON INTERNATIONAL ECONOMICS AND FINANCE.

REF: SANTIAGO 0988.

POST NOMINATES FOR SUBJECT PROJECT FOLLOWING CANDIDATE:

1. COMPLETE NAME: ROBERTO GUERRERO DEL REIO. PRESENT POSITION: LEGAL ADVISOR CENTRAL BANK OF CHILE; LEGAL ADVISOR FOR THE GOC MONETARY COUNCIL; DIRECTOR BANCO DEL ESTADO (GOC OWNED COMMERCIAL BANK); GENERAL COORDINATOR FOR THE RENEGOTIATION OF CHILE'S EXTERIOR DEBT; ACTING EXECUTIVE SECRETARY OF THE COMMITTEE OF FOREIGN INVESTMENTS; LEGAL ADVISOR TO THE MINISTER OF FINANCE AND ECONOMY. PAST POSITIONS: 1973-74 MANAGING ASSISTANT TO THE PRESIDENT OF THE CENTRAL BANK; 1975-77 ALTERNATE REPRESENTATIVE (VICE-PRESIDENT OF THE CENTRAL BANK) ON THE GOC COMMITTEE FOR FOREIGN INVESTMENTS; 1974-75 LEGAL ADVISOR TO PROCHILE (EXPORT PROMOTION AGENCY OF GOC).

2. PERSONAL DATA: PDOB: SANTIAGO, CHILE, [Sensitive Information Removed Per NARA 05 DEC 2014]. CHILEAN, MALE, MARRIED, FOUR CHILDREN AGED 11, 10, 8 AND 6, THREE BOYS, ONE GIRL. PERMANENT ADDRESS: AGUSTINAS 1180, SANTIAGO, CHILE. EMERGENCY ADDRESS: MR. HERNAN FELIPE ERRAZURIZ, AGUSTINAS 1180, SANTIAGO, CHILE, TELEPHONE 60868. EDUCATION: LAW DEGREE FROM THE UNIVERSITY OF CHILE. MEMEBERSHIP IN PROVESSIONAL ORGAN-
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IZATIONS: CHILEAN BAR ASSOCIATION. TRAVELS ABROAD: TO U.S.: DURING 1974, 1975, 1976 AND 1977 SHORT TRIPS TO ATTEND MEETING OF WORLD BANK. OTHER COUNTRIES: 1974, VENEZUELA; 1975 COSTA RICA; 1976 PHILIPPINES AND 1977 FRANCE, GREAT BRITAIN, BELGIUM; 1977 ARGENTINA AND ALSO IN 1977 GREAT BRITIAN. ALL THESE COUNTRIES FOR A MAXIMUM OF TEN DAYS TO ATTEND WORLD BANK MEETINGS OR ON SPECIAL MISSIONS FOR THE CENTRAL BANK OF CHILE. KNOWLEDGE OF ENGLISH:

GOOD.OTHER LANGUAGES: SPANISH AND FRENCH. CLEARED. HAS NEVER BEEN THE RECIPIENT OF A U.S. GOVERNMENT GRANT.

3. JUSTIFICATION: AS LEGAL ADVISOR TO THE CENTAL BANK, AND TO OTHER MAJOR ECONOMIC ENTITIES OF GOC, GUERRERO DEALS WITH TRADE, TARIFF, FINANCIAL, MONETARY AND INVESTMENT PROBLEMS AT THE POLICY LEVEL. FOR EXAMPLE, HE AUTHORED CHILE'S REVISED FOREIGN INVESTMENT LAW, AND MORE RECENTLY NEGOTIATED (IN ENGLISH) CHILE'S LARGEST FOREIGN INVESTMENT IN RECENT YEARS -- THE PURCHASE BY EXXON OF A COPPER MINE INTO WHICH EXXON MAY POUR ONE BILLION DOLLARS. SIMILIARLY, GUERRERO HAS BEEN NEGOTIATING, WITH MAJOR COMMERCIAL BANKING SYNDICATES, CHILE'S REFINANCING OF ITS INTERNATIONAL DEBT, THE WORLD'S SECOND LARGEST IN PER CAPITA TERMS.

EMBASSY CONSIDERS THAT GUERRERO, WHO IS BRIGHT, ARTICULATE, HIGHLY EXPERIENCED AND ON THE WAY UP, COULD MAKE A SIGNIFICANT PRACTICAL CONTRIBUTION TO THE PROCEEDINGS OF THIS SEMINAR. ALTHOUGH HIS FORMAL TRAINING AND DEGREE WERE DENOMINATED AS "LAW", HIS PROGRAM INCLUDED CONSIDERABLE ECONOMICS. MORE IMPORTANT, HE IS CONSIDERED TO BE A KEY YOUNGER MEMBER OF THE ECONOMIC TEAM WHOSE NEO-ORTHODOX POLICIES AND ACHIEVEMENTS HAVE ATTRACTED WIDESPREAD ACADEMIC ATTENTION IN THE UNITED STATES. HE CAN MORE THAN HOLD HIS OWN IN GENERAL THEORY AND, OF COURSE, IN HIS FIELDS OF SPECIAL INTEREST. THESE INCLUDE, IN HIS OWN WORDS QUOTE FINANCIAL-LEGAL ADVICE, NEGOTIATIONS OF SYNDICATED LOANS, FOREIGN INVESTMENT, FOREIGN EXCHANGE, TAX MATTERS AND UNCLASSIFIED

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FUTURE MARKET OPERATIONS UNQUOTE.

4. POST OBJECTIVES: AS A "COMER" AMONG CHILE'S GOVERNING TECHNOCRATS, GUERRERO IS IN A POSITION TO INFLUENCE CHILEAN POLICY IN AREAS OF SIGNIFICANT COMMERCIAL AND STRATEGIC CONCERN TO THE UNITED STATES. IN THIS CONNECTION, WE HAVE PARTICULARLY IN MIND SECRETARY VANCE'S SPEECH OF JANUARY 13 WHICH SET AS A USG FOREIGN POLICY OBJECTIVE QUOTE THE PROTECTION OF AMERICAN INVESTMENT OVERSEAS AND... CONTINUING ACCESS TO VITAL RAW MATERIALS UNQUOTE. CHILE SHOULD, IN THE YEARS AHEAD, BE THE SITE OF SOME MAJOR U.S. COPPER INVESTMENT, WITHIN THE NORMS ESTABLISHED AND ENFORCED BY MR. GUERRERO. FOR THAT REASON, IT IS IMPORTANT THAT HE ACQUIRE AN ACCURATE PERCEPTION NOT ONLY OF THE INTERESTS OF POTENTIAL U.S. PRIVATE INVESTORS, BUT OF USG FOREIGN INVESTMENT POLICY AS IT CONTINUES TO EVOLVE, WITHIN THE BROAD CONTEXT OF U.S. FOREIGN ECONOMIC POLICY GENERALLY. HIS INDIVIDUALIZED ACTIVIES FOLLOWING THE SEMINAR SHOULD INCLUDE TALKS WITH EB/IFD/OIA, EB/ISM, HA, TEASURY, OPIC, COMMERCE AND OTHER AGENCIES WHOSE VIEWS AFFECT INVESTMENT POLICY.
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